

June 14, 2010

UTAH DISTRICT NEWSLETTER

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Save the Date:

June 16, 2010
Salt Lake SCORE Workshop
Salt Lake County Building Complex
Salt Lake City, UT
(801) 746-2269

June 22, 2010
SBA Resource Partner Meeting
Centro de la Familia de Utah
3780 S. West Temple
Salt Lake City, UT
(801) 524-3217

June 29, 2010
8(a) Orientation—SBA Office
125 South State Street, 2nd floor
Salt Lake City, UT
10:00 am to 11:30 am
Contact: (801) 524-6831

Helping small businesses
start, grow and succeed.



Your Small Business Resource

Homeowners, Renters and Businesses Urged to Prepare for the Unexpected

SBA Partners with Agility Recovery Solutions to Provide Disaster Preparedness Tools For Businesses

WASHINGTON – With the June 1 start of another Atlantic hurricane season, the U.S. Small Business Administration and Agility Recovery Solutions are launching a new Web site to help small businesses develop an emergency preparedness plan before disaster hits, and reminding homeowners and renters to plan ahead as well.

“Regardless of where you live, it’s a good idea to be ready for any kind of crisis,” said SBA Administrator Karen Mills. “Every threat, from wind storms, floods, wildfires and earthquakes, to power outages and computer system failures, reminds us to be proactive when it comes to building strategies to survive a disaster and recover quickly. Recent disaster events demonstrate the need for preparedness to reduce the risk to life and property.”

Weather experts are predicting this year’s storm season may be the most intense since 2005, when Hurricanes Katrina, Rita and Wilma devastated the Gulf Coast states.

In an effort to encourage businesses to plan ahead, the SBA has teamed with Agility Recovery Solutions, a firm that has provided business continuity and disaster recovery tools to small companies for 21 years. Today the SBA and Agility launched the *Prepare My Business* (www.preparemybusiness.org) Web site. *Prepare My Business* provides tips on how small business owners can develop their own disaster preparedness plans, and features interactive tools such as monthly webinars on business continuity planning.

“It is critical that small businesses have a written disaster preparedness plan in place so that they are ready to deal with the challenges that often come without notice, and get their businesses back up and running” said Administrator Mills.

Disaster preparedness for homes and businesses should include:

A written emergency response plan. Find evacuation routes from your home or business and establish meeting places. Make sure everyone understands the plan beforehand. Keep emergency phone numbers handy. Business owners should designate a contact person to communicate with other employees, customers and vendors. Ask an out-of-state friend or family member to be your “post-disaster” point of contact, a person to call to provide information on your safety and whereabouts.

Prepare for the Unexpected—continued

Adequate insurance. Disaster preparedness begins with having adequate insurance coverage, at least enough to rebuild your home or business. Homeowners and business owners should review their policies to see what is not covered. Businesses should consider “business interruption insurance,” which helps cover operating costs during the post-disaster shutdown period. Flood insurance is essential. To find out more about the National Flood Insurance Program, visit the Web site at www.floodsmart.gov.

Making copies of important records. It’s a good idea to back up vital records and information saved on computer hard drives, and store those items at a distant offsite location. Computer data should be backed up routinely. Copies of important documents should be kept in fire-proof safe deposit boxes.

A “Disaster Survival Kit.” The kit should include a flashlight, a portable radio, extra batteries, a first-aid kit, non-perishable packaged and canned food, bottled water, a basic tool kit, plastic bags, cash, and a disposable camera to take pictures of the property damage.

In addition to the *Prepare My Business* site, more preparedness tips for businesses, homeowners and renters are available on the SBA’s Web site at www.sba.gov/disasterassistance. To learn more about developing an emergency plan, visit the Federal Emergency Management Agency’s Web site Ready.gov at www.ready.gov, or call 1-800-BE-READY to receive free materials.

The SBA makes low-interest loans to homeowners, renters and non-farm businesses of all sizes. Homeowners may borrow up to \$200,000 to repair or replace damaged real estate. Individuals may borrow up to \$40,000 to cover losses to personal property.

Non-farm businesses and non-profit organizations of any size may apply for up to \$2 million to repair or replace disaster damaged business assets and real property. Small businesses and non-profits that suffered economic losses as a direct result of the declared disaster may apply for a working capital loan up to \$2 million, even if the property was not physically damaged.



Start your information security planning here!

August 18, 2010

8:00 am – 12:00 pm

Salt Lake Community College

Miller Campus

Lone Peak Room

9750 South 300 West Sandy, Utah

Space is Limited!

Registration Fee: **FREE**

To register contact: Melinda Workman

Email: melinda.workman@sba.gov

Phone: 801-524-3213

Fax: 801-524-4410

8(a) BD Information

The 8(a) Program is a business development program that uses federal prime contracts as a tool to help small disadvantaged businesses compete in the market place.

The focus of the program is to provide a broad range of business development support, such as mentoring, procurement assistance, training, financial assistance, and other management and technical assistance. The goal, however, is to prepare small disadvantaged firms for procurement and other business opportunities. While federal contracts are the key development tool of the 8(a) program, not all firms are suited for the federal marketplace. If your firm is not already targeting federal buyers for your business, or see that opportunity as good fit, pursuing 8(a) may not be for you.

The program is designed to support eligible small disadvantaged firms with various forms of management and training assistance to enable them to successfully compete for contracts and other business opportunities. Applicants must be found eligible through an 8(a) certification process.

In addition to deciding whether the 8(a) program is suited for you, you should carefully review whether you meet the criteria for eligibility.

Eligibility determinations for the applicant involve a number of factors that are determined through the review of your application by SBA. The general eligibility for 8(a) includes individuals who are 'socially and economically disadvantaged'. In general, social disadvantage includes racial and ethnic minority group members and other individuals who can show personal business discrimination. Economic disadvantage includes those with a net worth of \$250,000 or less, after excluding the ownership value of their residence and business.

Eligibility determination for the firm includes the requirement of majority ownership and fulltime operating management by the applicant.

In addition, the firm must meet specific size standards, be in operation for more than two years, demonstrate sound management experience and generate products and/or services that are aligned with government needs and suited for federal prime contracts.

Your firm may be eligible for 8(a) assistance, but the 8(a) program may not be a good fit for several reasons:

1. You may not yet be in business or perhaps you have just started and you have been in business for less than two years;
2. Your firm may be too small to effectively pursue federal prime contracts – this is a common dilemma for many small businesses;
3. You may have no experience in public contracts; or,
4. Your firm may produce a type of service or product not purchased through 8(a) contracts – for instance a small florist or carpet cleaning business may not be suited for federal prime contracts.

Suitability Assessment Tool

Is the 8(a) program for you? This assessment tool is designed to help you determine if the 8(a) program is a good fit for your business. It will prompt you with questions and assist you in evaluating your suitability for the program

Are you currently in business?

Has your current business been operating for greater than two years?

Does your business have a current business plan?

Is your business represented in one or more of the following industry categories? (Construction, Information Technology, Manufacturing, Landscaping, Security Services and/or Office Support Services)

During this last year, were your gross sales greater than \$250,000?

Did you prepare or have prepared financial statements for your business this year?

Have you ever marketed your business products and/or services to a public agency in hopes of obtaining a contract?

Has your company ever received a contract from a federal or state agency or enterprise?

Has your company ever been a subcontractor to a prime contractor?

Is your business currently listed in the Central Contractor Registry (CCR)?

Do you know your North American Industrial Classification Code (NAICS)?

Have you taken any contracting or procurement classes?

Have you, or a member of your staff, ever secured and successfully performed on a federal contract or subcontract?

Does your firm carry out work in markets other than your local area?

Do you intend to sell your products or services to a federal agency that requires you to have a security clearance?

Is your firm currently operating with adequate working capital (monthly cash flow exceeds monthly expenses)?

Are you the majority owner of the firm?

Do you regularly review contract offerings on FedBizOps?

Are you operating your business full time?

Has your company ever needed bonding for a contract?

Do you believe you meet the 'Social Disadvantaged' guidelines outlined for the 8(a) program? ['socially disadvantaged' can be broadly defined as racial and ethnic minority group individuals or other individuals who have faced personal discrimination in their business.]

Do you believe you meet the 'Economic Disadvantage' guidelines outlined for the 8(a) program? [Economic Disadvantage is defined as having a personal net worth of less than \$250,000 excluding the equity in a personal residence or business. [Learn more.](#)]

Are you a citizen of the United States?

COME LEARN ABOUT SBA's:
8(a) Business Development, HUBZone, Women and Veteran Programs
FREE WORKSHOP

2010	Instructor	2011	Instructor
January 26	Mary	January 25	Nancy
February 23	Suzan	February 22	Mary
March 30	Nancy	March 29	Suzan
April 27	Mary	April 26	Nancy
May 25	Suzan	May 31	Mary
June 29	Nancy	June 28	Suzan
July 27	Mary	July 26	Nancy
August 31	Suzan	August 30	Mary
September 28	Nancy	September 27	Suzan
October 26	Mary	October 25	Nancy
November 30	Suzan	November 29	Mary
Dec -No Training		Dec -No Training	

TRAINING IS HELD AT:

Wallace F. Bennett Federal Building
125 SOUTH STATE STREET, ROOM 2222,
SALT LAKE CITY, UT 84138

TIME: 10 AM — 12PM

FOR MORE INFORMATION:
(801) 524-3210

SBA Proposes Higher Surety Bond Guarantees to Help Small Businesses Secure Larger Contracts in Disaster Areas

WASHINGTON – The U.S. Small Business Administration has proposed changes, including higher surety bond guarantee limits, that will help construction and service sector firms secure larger contracts for work in areas impacted by disasters.

The proposed changes, which were published as part of a Proposed Rule in *The Federal Register* on April 26, include:

For a non-federal contract or order up to \$5 million, a bond guarantee may be issued if the products will be manufactured or the services are performed in the disaster area.

For a federal contract or order up to \$5 million, the performance site can be outside the disaster area if the contract or order will directly assist the disaster recovery efforts.

For a federal contract or order, the amount of the guarantee can be as much as \$10 million at the request of the head of an agency that is involved in reconstruction efforts.

“These proposed changes are one more way we can help small businesses, particularly in the construction and service sectors, compete for and win critical contracting opportunities that help them grow their business and create jobs,” SBA Administrator Karen Mills said. “Additionally, these proposals would help spur economic growth and recovery in areas that have been hard hit by disasters, bringing jobs and economic activity to a region at a time when it is needed most.”

The proposed changes are related to the Small Business Disaster Response and Loan Improvements Act of 2008, which increases the eligible amount for contracts or orders related to a major disaster area. These proposals build on increases to surety bond guarantees made possible under the American Recovery and Reinvestment Act of 2009. The major disaster areas are identified on the Federal Emergency Management Agency Web site.

Generally, the increased amounts would apply during the 12 months following the disaster declaration, unless SBA provides for an extension related to a particular disaster.

In addition to the disaster related proposals, the Proposed Rule clarifies SBA's position that it does not cover any costs related to insurance or indemnification requirements that may be contained in the bonded contract. It specifically excludes from the losses covered by SBA any costs that arise from the principal's failure to secure and maintain insurance that result from any claims or judgments that exceed the amount of insurance coverage, and that arise from an agreement by the principal to indemnify the contractor or any other persons.

SBA partners with the surety industry to help small businesses that would otherwise be unable to obtain bonding in the traditional commercial marketplace. Under the partnership, SBA provides a guarantee to the participating surety company of between 70 and 90 percent of the bond amount. Through its Surety Bond Guarantee program, SBA also helps owners by guaranteeing bid, payment and performance bonds to protect the project owner against financial loss if a contractor defaults or fails to perform.

The Proposed Rule is available for public inspection at *The Federal Register* at http://frwebgate.access.gpo.gov/cgi-bin/getdoc.cgi?dbname=2010_register&docid=2010-9434.pdf. Comments on these proposed changes must be received on or before May 26, 2010, and can be submitted at <http://www.regulations.gov>, or mailed or hand-delivered to Office of Surety Guarantees, Suite 8600, 409 Third Street SW, Washington, DC 20416. SBA will post all comments on www.regulations.gov.

SBA assistance in locating a participating surety company or agent, and completing application forms, is available online. For more information on SBA's Surety Bond Guarantee Program, including Surety Office contacts, go online to <http://www.sba.gov/osg/>, or call 1-800-U-ASK-SBA.

LENDER	May Loan Numbers	May Total Dollars	YTD Loan Numbers	YTD Dollars
1ST BANK	0	0	2	\$240,000
ALLIANCE COMMUNITY FCU	1	\$50,000	10	\$1,284,300
AMEGY BANK NATIONAL ASSOC	0	0	1	\$228,000
AMERICA FIRST FCU	4	\$287,000	41	\$1,454,000
AMERICAN BANK OF COMMERCE D/B/A AMBANK	1	\$2,000,000	9	\$5,856,900
AMERICAN BANK OF THE NORTH	2	\$1,790,000	3	\$3,290,000
BANKFIRST	0	0	1	\$150,000
BANK OF AMERICAN FORK	5	\$1,226,000	11	\$2,567,000
BANK OF THE WEST	0	0	0	0
BANK OF UTAH	1	\$150,000	13	\$4,253,300
BARNES BANKING COMPANY	0	0	1	\$35,000
BEEHIVE CU	2	\$45,000	13	\$407,000
BRIGHTON BANK	0	0	11	\$519,000
CACHE VALLEY BANK	3	\$110,000	6	\$445,000
CAPITAL COMMUNITY BANK	2	\$75,000	7	\$709,000
CELTIC BANK CORPORATION	4	\$3,035,000	28	\$16,903,500
CENNTENNIAL BANK	0	0	2	\$376,900
CENTRAL BANK	3	\$370,000	13	\$957,400
CHARTWAY FCU	0	0	1	\$99,500
COMMUNITY W. BANK NATL ASSOC	0	0	1	\$440,000
COMPASS BANK	1	\$66,000	1	\$66,000
CYPRUS FCU	1	\$30,000	9	\$771,000
D.L. EVANS BANK	0	0	1	\$35,000
EXCEL NATIONAL BANK	0	0	1	\$618,200
FIRST BANK & TRUST CO.	1	\$282,000	1	\$120,000
FIRST UTAH BANK	0	0	7	\$743,200
FRONTIER BANK, FSB	0	0	0	0
GOLDENWEST FCU	1	\$100,000	15	\$801,000
GRAND VALLEY BANK	0	0	0	0
GRANITE FCU	0	0	6	\$355,200
HORIZON UTAH FCU D/B/A HORIZON CU	1	\$50,000	3	\$134,500
JORDAN FCU	1	\$20,000	10	\$305,000
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	6	\$1,528,500	51	\$12,772,000
KEYBANK NATIONAL ASSOCIATION	3	\$40,000	18	\$1,900,500
LEWISTON STATE BANK	0	0	1	\$25,000
LIBERTY BANK, INC.	0	0	2	\$650,000
LIVE OAK BANKING COMPANY	2	\$2,160,000	6	\$3,460,000
MEADOWS BANK	1	\$1,016,000	3	\$2,280,000
MOUNTAIN AMERICA FCU	16	\$571,900	133	\$5,949,300
MOUNTAIN WEST BANK	0	0	0	0
MOUNTAIN WEST SMALL BUSINESS FINANCE	16	\$6,626,000	97	\$41,477,000
NEVADA COMMERCE BANK	0	0	4	\$1,322,500
NUMERICA CU	0	0	1	\$35,000
PRIME ALLIANCE BANK	0	0	2	\$1,080,000
SOUTHWEST COMMUNITY FCU	0	0	12	\$681,400
SPIRIT OF TEXAS BANK, SSB	0	0	1	\$163,000
STATE BANK OF SOUTHERN UTAH	5	\$466,500	55	\$5,516,000
SUPERIOR FINANCIAL GROUP, LLC	0	0	16	\$165,000
THE FIRST NATIONAL BANK OF LAYTON	3	\$2,207,300	6	\$2,565,300
THUNDER BANK	0	0	1	\$33,800
U.S. BANK NATIONAL ASSOCIATION	3	\$1,004,000	19	\$2,781,400
UNITED CENTRAL BANK	0	0	1	\$700,000

LENDER	May Loan Numbers	May Total Dollars	YTD Loan Numbers	YTD Dollars
UNITED MIDWEST SAVINGS	0	0	1	\$1,400,000
UNIVERSITY FIRST FCU	3	\$396,000	11	\$1,416,000
USU CHARTER FCU	0	0	1	\$40,000
UTAH CENTRAL CREDIT UNION	0	0	0	0
UTAH CERTIFIED DEVELOPMENT COMPANY	6	\$1,861,000	44	\$15,804,000
UTAH COMMUNITY FEDERAL CREDIT UNION	0	0	0	0
UTAH FIRST FCU	0	0	10	\$395,000
*VECTRA BANK COLORADO, NATIONAL ASSOCIATION	1	\$10,000	1	\$10,000
WELLS FARGO BANK, NATIONAL ASSOCIATION	1	\$15,000	40	\$10,641,700
WILSHIRE STATE BANK	0	0	1	\$1,136,000
ZIONS FIRST NATIONAL BANK	48	\$6,012,600	435	\$37,570,100
*VECTRA BANK <u>WILL BE CORRECTED TO READ ZIONS BANK</u>				
TOTALS	148	\$33,600,800	1201	\$196,134,900